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RICHMOND AND ITS TOBACCO MARKET

(Continued From First Page)

He bought the property at the corner of Sixth and Cary Street, and early in the month last August commenced the erection thereon of the finest and best arranged leaf tobacco and storage warehouse in the South. The building, which was designed by the architect, was completed November 1. In time for the opening of the tobacco season, since which date the spacious, well-lighted floors have been filled every good sales day with the loose weed to receive the attention of the strong-lunged auctioneer and the enthusiastic buyers.

The Hutcheson Warehouse—and that is what it was christened—is a magnificent three-story concrete steel reinforced building, strictly fireproof, and is an ornament to that part of the city.

Enormous Floor Space.
The building stands 165 feet on Sixth Street and 120 on Cary. The steel and concrete roof is covered with tar felt paper and slag. In the roof there are five splendid skylights, and the floors are further lighted by eighty-two side windows.

In the floors of the two upper stories there are prism lights, which convey additional light to the second and ground floors. In the two upper floors there are 43,000 square feet of space, and on the ground floor there are 12,000 square feet for the loose leaf sales, and thus it will be seen that the warehouse has 55,000 square feet of floor space for the display and sale of the loose leaf in the selling season and for storage the remainder of the year. On the ground floor there are also 150 stalls for the care of the countrymen's teams when they bring their tobacco to market, and these stalls are well lighted and are divided by eight foot aisles. The rooms are connected by an electric elevator of 6,000 pounds capacity and room enough to carry two of the largest hogheads of tobacco, twelve large baskets of the loose leaf at a time, and there are scales on every floor. Thus the upper floors are just as convenient for the sale of the leaf as the ground floor. There are two wagon entrances, one on Cary Street and one on Sixth, and there are four loading doors.

Office and Lodging Rooms.
On the second floor there are besides the floor manager's office ample lodging rooms for the farmers, and these are kept as neat, clean and comfortable as a home place. Bath and toilet rooms are also on this floor, and also on the third floor. The commodious offices are on the third floor, and they are well arranged for the entire business of the warehouse. The entire building is electrically lighted, the wire for the electric being run through a term-proof conduit, and a massive watering trough is seen to be erected by the city on the Sixth Street side of the house. The Hutcheson warehouse is admirably located, being convenient to several of the tobacco factories, near to the freight depots of the Chesapeake and Potomac Atlantic Coast Line and the Richmond, Fredericksburg and Potomac Railroad. A little later on Captain Hutcheson expects to have a truck run right to the warehouse from the Ninth Street Chesapeake and Ohio Freight Depot.

The warehouse is especially well located for the wagoners who come to market from the surrounding counties and from the tobacco counties south of the James.

The Office Force.
Last season Captain Hutcheson sold at the old Davenport house in the heart of it being in the loose leaf market. With the better facilities now completed he expects to double his record this tobacco year.

Captain Hutcheson has surrounded himself with a strong office force. He is assisted in the general management of the business by the eldest son, J. Conrad Hutcheson, who has recently become associated with him, and whose equal in all respects of the old man, and competent to look after the whole shop. E. F. Watson, who has been with the captain twenty-five years, and is known by all tobacco men to be an expert in the business, is still with the house, and will doubtless stay there to the end of his career. The balance of the strictly office force is made up of good bookkeepers and accountants, and the calculations and accounts of sales are made out by the auctioneer first the bids, and when a man's last pile is sold his check or the cash is about ready for him, and he can go home rejoicing or proceed with his shopping and trading as he may elect.

The eloquent lecturer, otherwise known as the auctioneer, at the Hutcheson is John M. Valentine, a natural born cryer, who, with sixteen years of experience as a tobacco auctioneer, is better to-day than ever before. Mr. Valentine, although a Richmond boy, was for several years a tobacco auctioneer at the leading warehouse in Lynchburg.

Some of the tobacco men of this city are predicting that notwithstanding the alleged shortness of the crop of this year, Richmond will sell this season at least 25,000,000 pounds of loose leaf, and nobody can come anywhere near guessing how many pounds of the package goods will be sold by sample. Everybody knows, however, that the Richmond tobacco business is growing at a rapid rate, and those of the pronosticators who place their figures the highest will probably come nearest to the mark to be made by this market for

Try "TURKOLOGY" PUZZLE

to be found in the Society Section of to-day's paper.

Can You Name the 51 Advertisers?

Ten Thanksgiving Turkeys will be awarded to ten persons. All contestants will receive a novel souvenir.

The current tobacco year. And in the meantime the manufacturer's business is also growing by leaps and bounds, but that is another story, briefly referred to in another column.

RICHMOND NEEDS VEHICLE FACTORY

(Continued From First Page)

has an annual capacity of 6,000 jobs. The concern, only a year old, is turning out the first year 1,600 jobs.

Accessory Plants Will Follow.
"Kindly excuse me, Mr. Editor, for butting in, but when I see the 'wagon factory' subject brought up, I feel that the great and growing city of Richmond would make a mistake not to start with a big buggy factory. As I have before said, wagon manufacturing will surely follow, and that quickly. And other good things will also follow, for wherever large buggy factories have been put in successful operation, they have brought about necessary trades, such as manufacturing plants for wheels, spokes, shafts, bodies, gear works, etc., etc."

All of the above is good talk. The talker is dead right. Richmond ought to have a great vehicle factory, one that can turn out big touring cars, wagons, etc. As stated last week, it has some business along these lines now, but what is called for is a big establishment to be followed by a half a dozen or more, as my friend points out in his interesting letter. Truly this is something for Richmond capital to get interested in.

REAL ESTATE AND BUILDING NEWS

(Continued From First Page)

However, taken altogether, the last week was considerably more lively than the week previous, and the total sales may be safely estimated at \$600,000.

Washington's Headquarters.
Among ten happy purchasers of lots at the auction sale of the shepherd property were the following: V. L. Banton, C. F. Sauer, Ed. Frost, S. T. Beveridge, Arthur Levy, George Harris, M. T. Cottrell, A. L. Puryear and others.

An interesting auction sale is announced for Tuesday of this week. It is the old stone house on East Main Street, known as "Washington's headquarters." The story being that the father of this country once occupied the place as a military office. It is the oldest house in Richmond, the historians being able to trace it back 216 years, and they believe it is much sorer than that. It is made of rough stone, which it is said King Powhatan, the great Indian chief, dug up and prepared for the builder's use, making no two of them alike.

The property was once owned by Dr. John Dove, a famous official of the Masonic fraternity.

The auction, which now brings the property on the market is the result of a friendly suit for division among the descendants of Dr. Dove. There is some talk of it to go up to the old place to keep it intact as a historical relic, but the probability is that it will be bought for nineteenth century business purposes, and pulled down to make room for a building yet to have a history.

It is now definitely settled that a splendid hotel is to go up at the corner of Eighth and Grace Streets, where the theatre didn't go. The plans, several of them are in hand, and tomorrow the local consulting architects will go over them and make the final selection, and then as soon as practicable bids for the erection of the hotel will be asked. No matter which of the several plans shall be selected the house will be a grand one, for in each case the cost is put down at \$170,000.

The River Road Corporation is the name of a new real estate concern that is to develop valuable properties in the far west, even beyond the new Richmond College and Westhampton. H. L. Golsan is the president, J. P. Nash is vice-president, and William Todd is secretary and treasurer.

Prizes Awarded at School Fair.
[Special to The Times-Dispatch.]
Amelia, Va., November 25.—In the recent school fair at Amelia the first prize for the best set of corn in the county was awarded to C. A. Warriner, of the Amelia High School. He received \$6 in cash and a corn planter. The first prize for the best home-made candy was awarded to Miss Emma Allen, of the Ammon School, and the first prize for corn was awarded to the Amelia High School.



VIEWERS AND NEAR VIEWS

(Continued From First Page)

The farmer brings to town to sell. That's the way in Virginia.

Corn Figures for Two States.

It must be confessed that in some things North Carolina is giving Virginia a hard run, and surely she has her. Ten years ago the Old North State grew 30,642,000 bushels of corn, and this year she gathered 55,910,000 bushels. Ten years ago Virginia grew 40,903,000 bushels, a little over 10,000,000 more than the sister State, and this year the Old Dominion grew 51,405,000, or something over 5,000,000 bushels less than North Carolina. Brother Sandy and his demonstrators and the Boys' Corn Clubs and the Dorins and the other fine corn-growers will have to get a move on themselves. An increase of 25,000,000 bushels in ten years is something worth crowing over, but just look at North Carolina with her increase in the same years of over 25,000,000 bushels. The lands of the two States are pretty much alike.

Back to Old Virginia.

N. E. Hanger, a bright young man of Newport News, went west many months in Oklahoma. After spending months in Oklahoma he came back to Virginia. In a letter to me Mr. Hanger says: "After spending thirteen months in Oklahoma looking for as good a place as Newport News I concluded that old Virginia is good enough for me, and I feel towards Virginia somewhat as did the Frenchman who, returning home after doing well in America, declared he would rather be a lamp post in Paris than to be President of the United States." However, Mr. Hanger found some good things in Oklahoma, some things that Virginians might do well to copy after. He tells me about big fortunes that are being made there in the culture of alfalfa, and says all of the Virginia river lands from the mountains to the sea can grow alfalfa as well as any Oklahoma lands. He urges me to tell the Virginians that he has been doing that all the time he was in Oklahoma, and what is more to the point, the Virginia farmers are making alfalfa that is good and just as profitable as that in Oklahoma. In one thing, as he should, but they are coming. In one thing that Hanger tells about is that money capitalists and boosters can find a valuable hint. He says the Muskogee (Okla.) Industrial Association is doing big things to make Muskogee a great manufacturing town. The members have subscribed to a fund of \$200,000 to bring new industries to town. They bought two tracts of land near town and are holding it for new industries, thus protecting them against land sharks. All new factories are put on these tracts and the increased value of the adjoining lands goes to the stockholders of the state, and to use Hanger's own language, "not to the mossback land owners and a few large acreage owners who never give anything to help locate factories." I have often urged a company or an association of this character for Richmond.

In order to remedy the mistakes of the past in destroying valuable belts of timber in the preparation of land for agricultural purposes and to encourage settlers to undertake the systematic planting of trees on their holdings, the government of the state of Victoria has decided to offer prizes for competition.

Nearly 60,000,000 pounds of aluminum were produced in this country by the electrolytic process last year. In 1883 the total production of this metal was only eighty-three pounds in the United States. That's going some.

German East Africa produced 3,800 bales of cotton in the 1910-1911 season, or nearly 100 per cent over the preceding season.

Maybe the Southern cotton growers had better mind how they cut their crops short, as they have been advised to do. Some day they may have a strong competitor in the land of cheap labor.

Canada is making special efforts to get market gardeners from England and other parts of Europe.

Virginia ought to be engaged in the same line of business.

Thirty years ago the following important toast was given at the annual festival of the West: "The first apple—it caused the first pair to fall in a plum line—whereby the moral nature of our race was impeached."

China uses 400,000,000 pounds of tea every year and exports 200,000,000 pounds.

Of eighty-one locomotives ordered by an American railroad, fifty-one are to use coal and thirty to use oil.

Champagne bottles cost 7 cents apiece by the 100,000 order.

HIGH-PRICED TOBACCO.

The North Carolina editors are discussing the high prices prevailing for loose leaf tobacco, a very cheerful subject to discuss. The Kingston Free Press says that tobacco is selling higher on that market than at any time since the market opened. "Now will somebody explain this?" asks the Durham Herald. Thereupon the Raleigh News-Observer comes to the rack with these few remarks: "That is easy. The tobacco trust has had trouble in court and has been afraid to put down the price of tobacco, pending their settlement."

The editor of the Winston-Salem Tobacco Journal then draws forth his stub of a pencil and writeth as follows: "Now what is the necessity of making such a wild statement as this? Is it possible that the man who wrote it believes that statement? Every well-informed man knows that the cause of the present high prices of bright tobacco is on account of the short crop, or we may say, on account of two short crops."

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Turkish.

See Society Section to-day's Times-Dispatch.

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